

# Commodity Shelf Newsletter

October 2011

## Donated Foods Section Update

The beginning of school is always an exciting time to turn over a new leaf and start fresh, and we hope this newsletter finds you off to a brilliant start to School Year 2011 – 2012. We have a few updates we want to start with this month.

1. We are saddened to notify everyone of the passing of our former co-worker Gary Karr. Gary was a member of the DESE – SFS team for 38 years before retiring in March of 2010. Gary fought a brief battle with cancer before passing on August 31. Gary's obituary can be found [here](#). Please keep Gary's family in your thoughts as they cope with their recent loss.
2. Randi Fernsler, who joined our team in October 2010, has left our team to pursue opportunities in Australia. Randi was a tremendous asset to our team over the last year, and brought many fresh ideas to our program. We wish Randi the best of luck in her future endeavors and we are confident she has a bright future ahead.
3. Andy Dudenhoeffer joined our team on September 14, 2011, replacing Randi Fernsler's recently vacated position. Andy grew up in Linn, MO and currently resides in Jefferson City. Not only does Andy have a new job, he was also recently married to his long-time girlfriend (CONGRATULATIONS!!). Andy has a B.A. degree from the University of Missouri – Columbia in Agri-Business Management and was most recently an Assistant Manager for HyVee. We welcome Andy and look forward to the skills/talents he will share with our team.
4. Other team member updates: Matthew, DeeDee and Amy are still here and committed to serving the Missouri LEAs to the best of our abilities. And yes, Matthew's still bald☺

## Value of Donated Food Letters SY 10-11

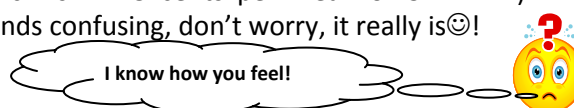
Each LEA can retrieve a [Value of Commodities Distributed Letter](#) on the [DESE – SFS Commodities Web Site](#) for SY 10-11. The Value of Commodities Distributed



Letter is needed for the independent audits conducted for each LEA. The document contains the total amount of DFs received (not the processing fee paid) for the categories listed. DESE – SFS calculates the values by multiplying the number of cases each LEA received during SY 10-11 by the [Unit Value of Donated Food](#) for SY 10-11. The Rebates are determined by summing the Rebate amounts sent to each LEA as reported by each Rebate processor. Contact Matthew Essner, 573-522-1974 or [matthew.essner@dese.mo.gov](mailto:matthew.essner@dese.mo.gov) with any questions.

## Entitlement Letters SY 11-12

[Individual entitlement](#) letters for SY 11-12 are now available on the [DESE – SFS Commodities Web Site](#). The entitlement amount contained in the letter is the **ESTIMATED** amount of USDA DF for each LEA based upon the previous school year's Total Lunches Served (TLS) and the current SY commodity per meal rate (which is 22.25 cents per meal for SY 11-12). If this sounds confusing, don't worry, it really is☺!



The important thing to remember is DESE – SFS has many avenues for LEAs to access USDA DF: Open Order, Monthly Processed Order Forms, Rebate Program and the Processing Packet. USDA DFs for each of the above programs are ordered by DESE – SFS using the State of Missouri's entitlement, which is the total of all participating LEAs entitlements. At this time LEAs individual entitlement usage is not tracked throughout the school year so LEAs are encouraged to utilize all the different avenues available to ensure your LEA receives its "fair share" of the entitlement.

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## Donated Food Deliveries

Once a month delivery of USDA Donated Foods (DF) to LEAs of Missouri for School Year 2011 – 2012 began the first full week of August and will continue through April (9 deliveries). DFs are warehoused and delivered by Food Distribution Associates (FDA), the current contracted vendor for DESE – SFS.



### Please remember:

1. LEAs must accommodate for the delivery of DF **any time** between 7 a.m. and 4 p.m. Monday through Friday except on:
  - a. Labor Day (Sept. 5)
  - b. Thanksgiving Day, the day before and after Thanksgiving Day (Nov. 23-25)
  - c. Christmas Break (Dec. 22 – Jan. 3)
  - d. Martin Luther King Jr. Day (Jan. 16)
  - e. Presidents' Day (Feb. 20)
  - f. Good Friday (Apr. 6)
  - g. Monday after Easter (Apr. 9)
2. Deliveries are only required to be "tailgate".
3. A Notice to Deliver will be provided to each Local Education Agency (LEA) at least 4 business days prior to the delivery and include type and quantity to be delivered.
4. A two hour time frame for delivery will be provided to the LEA within 2 business days of delivery.

The current delivery price per case is \$1.90. Non-public LEAs will receive an invoice from FDA for the delivery of each case of DF to be paid/submitted back to FDA. Delivery of DF to public LEAs is paid for by DESE – SFS; therefore public LEAs will not receive a bill for the **delivery** of DF. However; all processed DFs have a "fee" associated with the production of each case which is invoiced by each processor and is paid/submitted back to the respective processor for public and non-public LEAs.

A Bill of Lading accompanies all deliveries by FDA and is required to be signed by the receiving party.

Verify the correct items are being delivered (some item numbers are very similar) and confirm quantities match the Bill of Lading for each item. **MARK ANY DISCREPANCIES ON THE BILL OF LADING BEFORE SIGNING!!**



DESE – SFS tracks all shorted items and validates all shortages are resolved by the end of the school year. If shortages are not marked on the Bill of Lading, DESE – SFS has no documentation for evidence an item was shorted.

For questions regarding the delivery of DF please contact the DESE – SFS office at 573-751-2646. LEAs may also contact FDA with questions and ask for Karen Fry, 866-473-9700 or 816-833-2000.

## Check the OCTOBER Open Order Adjustments

[HERE](#)

<http://dese.mo.gov/divadm/food/documents/October11OrderAdjustmentsforWebSite.pdf>

## Rebate Program SY 11-12

[Rebate Forms](#) for SY 11-12 have been posted for: Schwan's, Bosco's, ConAgra, J.O.Y Food, Don Lee, Smucker's, Land O Lakes, and Nardone Bros. The Rebate Program is available to **ALL** MO LEAs (even if you processed cheese via the Processing Packet). If you currently purchase any items from the before mentioned processors via your commercial distributor, make sure you check out the discounts/rebates. Times are tough....don't leave money on the table.

Please submit all rebate forms in a timely manner because all balances of USDA Donated Foods at processors participating in the Rebate Program are **first come, first serve**. If the State of MO runs out of lbs with any of the participating processors, rebates will no longer be available for the remainder of the school year until additional USDA Donated Foods can be ordered against the next school year's entitlement. Feel free to contact our office, 573-751-2646, with any questions you may have about the Rebate Program.

## Open Order Item Number Changes

USDA recently replaced the Electronic Commodity Ordering System (ECOS) with a new ordering system called Web Based Supply Chain Management (WBSCM). There are a few changes LEAs will notice by this upgrade. The most obvious is the Commodity Code for each item. ECOS used a letter and number combination for items, and WBSCM will use a 6 digit number for all items. For example, the ECOS code for Green Beans was A061, and the new WBSCM code for Green Beans is 100307. A [comparison chart of ECOS codes vs. WBSCM codes](#) can be found on the DESE – SFS, Commodities Web Page.

Commodity Fact Sheets provided by USDA have not been updated with the new WBSCM codes. Please use the comparison chart as a reference if you need to find a fact sheet. The PDF document can be searched using the WBSCM code number.

## SY 11-12 ANTICIPATED Open Order Items and Quantities are available [HERE](#)

<http://dese.mo.gov/divadm/food/documents/OpenOrderPLANNEDSY11-12-Randi2.pdf>

## Prorated Donated Foods SY 11-12

Com Code	Delivery Period	DF Value
100158	September October 2011	\$ 87.74
100098	September 2011	\$ 32.25
100158	November 2011	\$ 94.84
100258	November 2011	\$ 12.04
100158	January 2012	TBD
100098	January 2012	TBD
100158	March 2012	TBD

There will only be three (3) Prorated Items for SY 11-12. The three items **will not** be sent to everyone, they will **only** be sent to the schools who elected to receive them via their Processing Packet for SY 11-12. The items are:

- [100158](#) – Ground Beef, Frozen, 4/10 lb
- [100098](#) – Chicken, 8 pc Cut-up
- [100258](#) – Apple Slices, Frozen, 30 lb

100158 – Ground Beef, was expected for September deliveries, but was not received in time. September's allocations will be received in time for October distribution to LEAs. The remaining three delivery periods (Nov, Jan and Mar) are currently on track to be received as requested from USDA.

## Fruit and Vegetable Challenges

SY 11-12 is off to a rickety start for USDA fruit and vegetable purchases. In September there were many items which were postponed and had to be held over until October distribution or had a delayed start in September. October followed suit with additional items not being delivered as requested from USDA.

Currently there are Pears (sliced – [100224](#) and diced – [100225](#)), Mixed Fruit ([100212](#)) and Carrots (sliced/canned – [100309](#)) in the warehouse which will be delivered in **November**. The Mixed Fruit and Carrot allocations will be based on orders submitted by LEAs in September. The Pear allocations will be based on orders submitted for **sliced** Pears back in August. Some LEAs will receive **diced** Pears even though they ordered **sliced** Pears b/c there was confusion by USDA on a few of the trucks and MO received **diced** Pears (at least we did get pears☺).

All frozen potato orders (wedges – [100355](#), oven fries – [100357](#), and rounds – [100358](#)) have been delayed again. Initially DESE submitted requests for deliveries to LEAs Aug – Oct, then USDA delayed them to Nov – Jan, and now have pushed them back to Feb – Apr. DESE will continue to keep you posted, but don't expect any frozen potatoes before February.

Salsa ([100330](#)) was expected to be offered multiple times throughout SY 11-12, but USDA consolidated all orders and they are expected to be ordered by LEAs in November for December distribution to LEAs.

## No Tuna for SY 11-12

USDA no longer has a domestic supplier of tuna fish and will not purchase any tuna fish products for SY 11-12. Sorry for the inconvenience. Catfish ([100201](#)) is still planned for January 2012 distribution.

## Inventory Reconciliation

DESE – SFS conducted our annual physical inventory following SY 10-11 and we have completed our reconciliation process. LEAs who were shorted items during SY 10-11 should receive an Email from DESE School Food Commodities by October 14, 2011. If your LEA was shorted an item and you have not been contacted by DESE by 10/14, please contact our office, 573-751-2646.

## National School Lunch Week Oct 10-14, 2011

"School Lunch – Let's Grow Healthy" is the theme for the School Nutrition Association's National School Lunch Week which will be celebrated October 10 – 14, 2011. Make plans now to make NSLW a big success for your LEA. Visit the [SNA – NSLW Web Page](#) for ideas, presentations, and merchandise to prepare for NSLW.




## Commodity Expos January 25-27, 2012

The following dates and locations have been established for the SY 11-12 Commodity Expos:

1. Kansas City area – Fort Osage Campus
  - Wednesday, January 25, 2012
2. Central MO – Waynesville Career Center
  - Thursday, January 26, 2012
3. St. Louis area – Francis Howell High School
  - Friday, January 27, 2012



Join the DESE – SFS staff at one of the locations to experience a great show of processed food and a day to network with other Food Service Directors from across the state. There will be a  format for this year's Expos including a time for round table discussions with other Food Service personnel and processors. There will still be an informational session about the Donated Food Program including enhancements on the horizon. As always, the food show will close out the day and DESE-SFS staff will be set up to offer assistance in completing the Processing Packet. The Expos will prove to be a worthwhile time for everyone and **ALL** LEAs are encouraged to join. The Donated Food Program is a great benefit to each of your programs, and we hope you make plans to join us to learn how you can maximize your utilization of the USDA Foods.

## Additional Commercial Products

Are you receiving monthly correspondence (order forms) from Fair Market Inc. (School Lunch Solutions) and United Commodity Group/National Food Group (Opportunity Buys)? Are you confused about why you get the correspondence and what your obligation is for each? Are the items offered by each company part of the USDA Donated Foods (DF) Program?.....Let's see if we can clear up some confusion.

Fair Market Inc. and United Commodity Group represent multiple lines of processed end products, some of which are available to LEAs for processing through DESE – SFS. Each company **also** operates a commercial business which offers commercial products delivered **with** your LEAs monthly delivery of USDA DF from Food Distribution Associates (FDA). These additional commercial products will arrive at the same time and on the same truck as your USDA DF; **HOWEVER**, they **ARE NOT** part of the USDA DF Program and **ARE NOT** associated with DESE – SFS.

Purchasing product offered by Fair Market Inc. and United Commodity Group is acceptable, but not required. LEAs should purchase the items in the same manner they would purchase items from other commercial distributors. The products offered **DO NOT** contain USDA DF and **WILL NOT** be charged against your LEAs entitlement.

Purchasing additional commercial products from either company is in **addition** to any processed items you are already receiving through the Processing Packet which was completed and returned to DESE – SFS in February 2011 for the 11-12 school year.

## USDA Foods – New Image – Survey



USDA has launched a new image and has dropped the “Donated” out of the old tagline of USDA Donated Foods. USDA continues to make improvements to the image of the USDA Foods distributed to LEAs and other USDA partners. Information is available at <http://www.fns.usda.gov/fdd/>.

There is also a [link](#) for LEAs to submit comments about the Nutritional Information available to LEAs including ingredient lists. LEAS have until November 17, 2011, to make comments/recommendations to USDA about the information (or lack thereof) regarding the brown-box USDA Foods.



## Whole Grain Recipes

Are you looking for information regarding whole grains? Need recipes to incorporate whole grains into your menu? What is Whole White Wheat? Do whole grains offer health benefits? These questions and a host of great resources can be found at [www.wholegrainscouncil.org](http://www.wholegrainscouncil.org).

## Comments/Issues

Please feel free to contact our office about any issues you are having with any of the USDA Foods you receive. We are not on the front line as you are, and we need your input to continue improving the Donated Food Program here in MO. If you have suggestions, recommendations or best practices we should know about, send us an Email so we can stay up-to-date with our customers we strive to serve on a daily basis. Also let us know if there any topics you would like discussed in an upcoming newsletter and we will do our best to keep you informed. Our contact information is below; we always enjoy hearing from you!

## Quotes for the Month

***“I can accept failure, everyone fails at something, But I can’t accept not trying”*** – Michael Jordan

***“You don’t get paid for the hour. You get paid for the value you bring to the hour.”*** – Jim Rohn

***“There is no guarantee of reaching a goal at a certain time, but there is a guarantee of never attaining goals that are never set.”*** – David McNally

***“There is only one way to avoid criticism; do nothing, say nothing, and be nothing.”*** – Aristotle



## DESE – SFS Commodity Section Contacts

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**Monthly Orders** should be submitted to:

[donatedfoods@dese.mo.gov](mailto:donatedfoods@dese.mo.gov)

**FDA** (Karen Fry):

866-473-9700 or 816-833-2000